

Message Text

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TO AMEMBASSY BUCHAREST PRIORITY

AMEMBASSY BUDAPEST PRIORITY

AMEMBASSY PRAGUE PRIORITY

AMEMBASSY WARSAW PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, PL, RO, HU, CZ

SUBJECT: CRYOGENIC AND VACUUM TECHNOLOGY SEMINAR

REF: A. COATES/KOPP TELCON, 8/22/74; B. COATES/SMITH TELCON
8/23/74; C. WARSAW 3575

1. WE NOW CONSIDERING REPLACEMENT BUCHAREST BY WARSAW IN SCHEDULED ITINERARY THIS EVENT. INFORMATION WHICH HAS COME TO HAND RECENTLY INDICATES POLAND POSSIBLY BETTER MARKET FOR SUBJECT EQUIPMENT. DETERMINATION WILL BE MADE AS RESULT INFORMATION PROVIDED BY ACTION POSTS AND INFORMATION DEVELOPED HERE IN NEXT TWO WEEKS.

2. FOR WARSAW. THIS REEVALUATION IN PART PROMPTED BY SOME COMPANIES INTEREST IN NEW POLISH GAS LIQUEFACTION FACILITY DUE START UP APRIL 75 WHICH WILL ALSO PRODUCE HELIUM FOR CRYOGENIC USES AND THUS MAKE POLAND NO LONGER DEPENDENT ON U.S. FOR HELIUM SUPPLIES. POST REQUESTED TO CHECK, IF POSSIBLE, AMOUNTS AND TYPES FURTHER POLISH INVESTMENT IN CRYOGENIC AREA, INCLUDING FOREIGN EXCHANGE TO BE MADE AVAIL-
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ABLE, FOR PROCUREMENT OF EQUIPMENT FOR MANUFACTURE, STORAGE,

TRANSMISSION OF CRYOGENS, AND FOR INDUSTRIAL USES OF CRYOGENIC TECHNOLOGY.

3. FOR BUDAPEST. LIQUID NATURAL GAS (LNG) TECHNOLOGY AND EQUIPMENT HAS BIG DOLLAR EXPORT POTENTIAL, BUT WE DOUBT WHETHER MARKET POTENTIAL IS SUFFICIENT IN ANY ADDRESSEE COUNTRY EXCEPT POLAND TO WARRANT INCLUSION SEVERAL PRESENTATIONS THIS SUBJECT IN SEMINAR. WOULD APPRECIATE EMB BUCHAREST SHORT ASSESSMENT ROMANIAN ACTIVITIES THIS AREA, IF ANY.

4. WOULD APPRECIATE ALL POSTS DISCUSSING EVENT WITH STATE CORPORATIONS AND/OR INSTITUTIONS WITH RESPONSIBILITY CRYOGENIC AREA TO DETERMINE IF THEY ARE FAMILIAR WITH ANY PARTICULAR U.S. FIRMS AND WHICH FIRMS IF ANY THEY WOULD LIKE TO SEE REPRESENTED ON SEMINAR PANEL. WE DESIRE BE RESPONSIVE HOST GOVERNMENT WISHES AND HAVE FOUND THAT U.S. COMPANIES ARE MORE LIKELY DEVELOP INTEREST IN SEMINAR IF WE CAN INDICATE THAT ONE OR MORE HOST GOVERNMENTS ARE INTERESTED IN TALKING WITH THEM OR AT LEAST AWARE OF THEM.

5. SEMINAR CHAIRMAN WILL BE DR. RICHARD KROPSCHOT, DIRECTOR OF CRYOGENICS DIVISION, INSTITUTE OF BASIC STANDARDS, NATIONAL BUREAU OF STANDARDS WHOSE LABORATORIES ARE IN BOULDER, COLORADO. KROPSCHOT IS RECOGNIZED AUTHORITY IN THIS FIELD. KISSINGER

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